

Message Text

PAGE 01 STATE 197354

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TO AMEMBASSY NEW DELHI

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TAGS: EMIN, ETRD, IN

SUBJECT: MICA

REF: NEW DELHI 11042

1. DEPTOFF DISCUSSED PROPOSED US MICA INDUSTRY ASSOCIATION (MIA) DELEGATION TO INDIA WITH MIA PRESIDENT JAMES MARSHALL, WHO SAID IT STILL NOT DEFINITE WHETHER MIA DELEGATION WOULD MAKE TRIP. MARSHALL EXPLAINED THAT DELEGATION'S ONLY INTEREST IN VISITING INDIA WOULD BE TO DISCUSS GOI'S 60-40 PERCENT ORDER SPLITTING REQUIREMENT. DELEGATION WOULD NOT RPT NOT PLAN TO DISCUSS RECENT MICA FLOOR PRICE INCREASES, SINCE IT FEELS THERE NO CHANCE WHATEVER OF GOI ROLLING BACK THESE INCREASES.

2. MARSHALL TOLD DEPTOFF THAT WHEN HE DISCUSSED PROPOSED DELEGATION RECENTLY WITH DEPUTY CONSUL GENERAL BRIJ KUMAR OF GOI'S CONGEN NEW YORK, KUMAR TOLD MARSHALL "OFF THE LIMITED OFFICIAL USE LIMITED OFFICIAL USE

PAGE 02 STATE 197354

RECORD" HE (KUMAR) FELT A DELEGATION VISIT TO INDIA STOOD A FAIRLY GOOD CHANCE OF GETTING THE GOI TO DO AWAY WITH ITS 60-40 PERCENT REQUIREMENT. HOWEVER, MARSHALL (WHO HAS VISITED INDIA NUMEROUS TIMES ON MICA BUSINESS) NOT TOO

IMPRESSED WITH KUMAR'S OVERALL KNOWLEDGE OR WITH HIS
KNOWLEDGE OF INDIAN MICA SITUATION. MARSHALL ASKED KUMAR

SPECIFICALLY WHETHER GOI OFFICIALS WOULD BE AUTHORIZED
TO NEGOTIATE WITH DELEGATION ON 60-40 PERCENT REQUIRE-
MENT, TO WHICH KUMAR REPLIED HE BELIEVED GOI OFFICIALS
WOULD NOT BE EMPOWERED TO NEGOTIATE WHAT WAS NOW ESTABL-
ISHED GOI POLICY, BUT WERE INSTEAD LIKELY TO USE
OCCASION OF DELEGATION VISIT FOR AN EXCHANGE OF VIEWS
AND TO EXPLAIN GOI MICA POLICY TO DELEGATION.

3. AS TO GOI OFFICIALS US MICA DELEGATION WOULD MEET
WITH, BRIJ KUMAR TOLD MARSHALL THESE WOULD INCLUDE
MINISTRY OF COMMERCE JOINT SECRETARY PREM KUMAR; UNDER-
SECRETARY K.L. MATHUR; AND POSSIBLY SECRETARY OF FOREIGN
TRADE.

4. MARSHALL AND FELLOW PROSPECTIVE DELEGATION MEMBER
HAROLD TESTAN (WHO HAS ALSO VISITED INDIA MANY TIMES IN
PAST) APPEAR RELUCTANT TO MAKE TRIP TO INDIA SIMPLY FOR
AN EXCHANGE OF VIEWS, WITHOUT SOME INDICATION OF LIKELI-
HOOD THEIR BEING SUCCESSFUL IN GETTING GOI TO LIFT 60-40
PERCENT ORDER SPLITTING REQUIREMENT.

5. MARSHALL'S RELUCTANCE TO MAKE INDIAN TRIP APPEARS
REINFORCED BY VIEWS OF HIS UNITED KINGDOM COUNTERPARTS
WHO (ACCORDING TO MARSHALL) FEEL THERE IS NOTHING TO BE
ACCOMPLISHED BY A DELEGATION VISIT TO INDIA AT THIS
TIME. UK MICA INDUSTRY FEELS INDIANS WOULD BE VERY
SENSITIVE AT THIS TIME TO WHAT THEY MIGHT INTERPRET AS
OUTSIDE INTERFERENCE IN THEIR DOMESTIC AFFAIRS.

6. DEPARTMENT WOULD APPRECIATE EMBASSY'S VIEWS RE USEFUL-
NESS OF US MICA DELEGATION VISIT TO INDIA AT THIS TIME,
SPECIFICALLY ITS ASSESSMENT OF LIKELIHOOD DELEGATION
SUCCESS IN GETTING GOI TO LIFT ITS 60-40 PERCENT ORDER
SPLITTING REQUIREMENT. KISSINGER
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PAGE 03 STATE 197354

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